

Message Text

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PAGE 01 LONDON 08539 241811Z

67

ACTION COA-02

INFO OCT-01 EUR-25 ADP-00 PM-07 DODE-00 SCI-06 NSF-04

CIAE-00 INR-10 NSAE-00 RSC-01 COME-00 XMB-07 NEA-10

L-03 AID-20 IGA-02 TRSE-00 RSR-01 EB-11 /110 W

----- 041672

R 241804Z JUL 73

FM AMEMBASSY LONDON

TO AMEMBASSY NEW DELHI

INFO SECSTATE WASHDC 2852

AMEMBASSY BONN

USMISSION OECD PARIS

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PASS COMMERCE AND EXIM

E.O. 11652: N/A

TAGS: ESTC

SUBJECT: SALE OF SEISMIC EXPLORATION VESSEL TO GOI

1. SEISMIC ENGINEERING CO., 1133 EMPIRE CENTRAL, DALLAS TEXAS (TELEPHONE 214-631-1551) HAS BEEN NEGOTIATING FOR 12 MONTHS WITH OIL AND NATURAL GAS COMMISSION OF INDIA (ONGC) FOR BUILDING AND OUTFITTING OF MARINE SEISMIC SURVEY SHIP. FIRM'S OFFER OF \$4 MILLION HAS BEEN, TO DATE, FAVORABLY RECEIVED BY EXECUTIVE LEVEL ONGC PERSONNEL. ONLY COMPETITION FOR THIS SALE IS FROM GERMAN COMPANY, PRAKLA OF HANOVER WHICH IS PARTIALLY OWNED

BY FRT, WHOSE PROPOSAL IS FOR ABOUT \$6 MILLION.

2. ON JULY 23, MR. PAVEY WHO CURRENTLY IN LONDON, WAS CONTACTED BY HIS INDIAN AGENT (P.V. MENON OF MENON ASSOCIATES, NEW DELHI) AND TOLD THAT GERMAN AMBASSADOR APPROACHED GOI OFFERING 100 PERCENT FINANCING PAYABLE OVER 20 YEARS AT 3 PERCENT FOR PURCHASE OF PRAKLA

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PAGE 02 LONDON 08539 241811Z

VESSEL.

3. MR. PAVEY IS VERY ANXIOUS TO OBTAIN FURTHER DETAILS
OF THIS REPORTED FINANCING AND WOULD APPRECIATE
EMBASSY'S ASSISTANCE. MATTER MAY BE FREELY DISCUSSED
WITH P.V. MENON AND/OR ONGC. FINDINGS SHOULD BE SENT
TO PAVEY IN DALLAS.

ANNENBERG

DECONTROL 7/14/74

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